Completed Medium to large Deals - Attraction: Total # Jobs Economic Development



KPI Owner: Rebecca Fleischaker Process: Business Attraction

Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary	
Baseline: TBD	Data Source: SalesForce	Plan-Do-Check-Act Step 1: Define the problem	
Goal: TBD		Measurement Method: Sum of company reported data	
	Goal Source: TBD	Why Measure: Jobs added by new businesses attracted to Louisville improves local economy and aligns with Metro Goal #7	
	Benchmark Source: TBD	Next Improvement Step: Increase total number of jobs attracted	
Benchmark: TBD			

	How Are We Doing?							
	Oct2010-Sep2015	Oct2010-Sep2015		Jul2015-Sep2015 Goal	Jul2015-Sep2015			
	5 Year Goal	5 Year Actual			Actual			
	TBD	2,086		TBD	66			
ŀ	Jobs	Jobs		Jobs	Jobs			
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Completed Medium to large Deals - Attraction: Total # Jobs Good 1,200 1,000 800 400 200 Oct2005 Jul2006 Apr2007 Jan2008 Oct2008 Jul2009 Apr2010 Jan2011 Oct2011 Jul2012 Apr2013 Jan2014 Oct2014 Jul2015 Dec2005 Sep2006 Jun2007 Mar2008 Dec2008 Sep2009 Jun2010 Mar2011 Dec2011 Sep2012 Jun2013 Mar2014 Dec2014 Sep2015

The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.